

She Started on \$38



Last year this woman did a business of \$30,000. She is one of the biggest coffee experts in the world.

SEVEN years ago, Alice Foote MacDougall faced the necessity of earning her own living, and that of her small children. Her capital was a level head, determination to give a square deal, ambition, and thirty-eight dollars in United States currency. Her husband had been a coffee broker; and, although during his illness the business had fallen off badly, his wife determined to carry it on herself.

Learning the Business

SHE decided that the first thing to do was to determine the best blends of coffee, and to discover what kinds of the raw material made the best blends.

Blending and tasting coffee is something more than a knowledge of where coffee is grown. The coffee expert must possess

an exceedingly delicate palate to enable him to determine just how much more of this bean or that will create the brew that the individual customer wants.

The three small trays seen in the picture contain samples of the green bean, which are judged by their color, size, and general character. The samples are roasted and ground, after which comes the delicate task of blending.

Freshly ground beans are weighed with apothecary's scales, and an equal amount of each is put into separate cups. Cold water is brought to the boiling point, and an exact and equal amount is poured into each cup. It is then left to cool, and when it is at blood temperature the tasting takes place; for to get the coffee flavor the coffee should not be much warmer than the mouth.

Two other factors enter into Mrs. MacDougall's success: the speed with which she fills orders and the cleanliness of her shipping-rooms.

Every morning she receives her day's supply, freshly roasted. Then each order is specially ground, and by twelve o'clock every order that has come in up to that time is packed and shipped. By packing in parchment triple-lined bags, Mrs. MacDougall sends coffee to any part of the country without its losing strength.

From Mrs. MacDougall's capital of thirty-eight dollars seven years ago, she last year did a business of \$30,000.

A Bungalow on Top of a Skyscraper

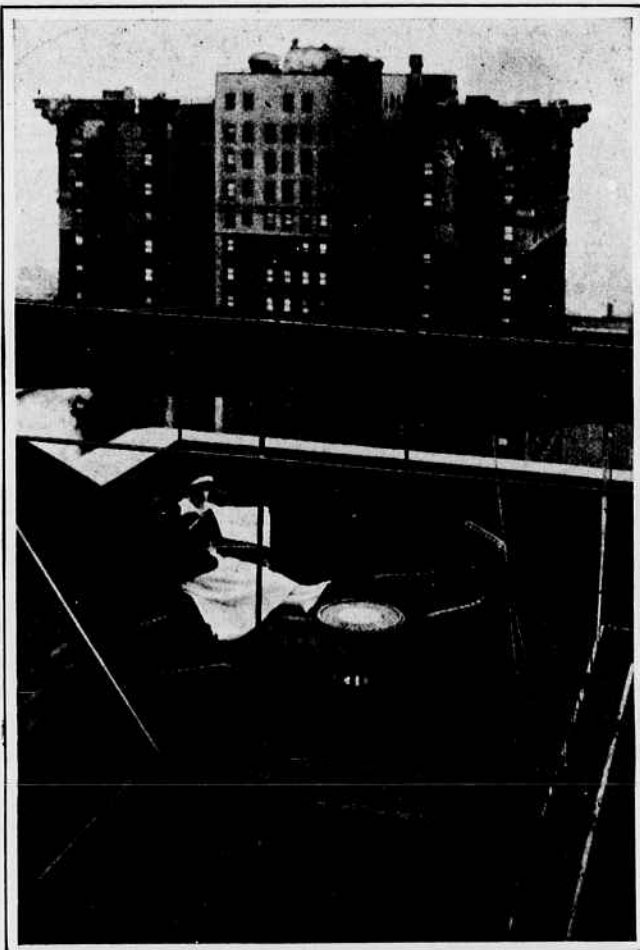
THERE has recently been built in New York probably the most unique little dwelling house to be found in this country.

A well known firm, in building its splendid new office building, had a brilliant inspiration, and decided to make use of the roof—to make of it something more attractive than the dreary tin-covered wilderness, surrounding a water-tank, which is the crowning finish of the average building in New York.

And so, upon the roof of this twenty-one-story skyscraper, it has built at one end—a bungalow! Yes, actually; here in the center of the city is to be found that transplanted flower, a genuine country cottage. The roof is surrounded by a wall five feet high, and is paved with red tiles, and the cottage is one story high, and contains an entrance-hall, a living-room, a good-sized kitchen, a bath-room, and two bedrooms.

The fortunate dwellers in this bungalow are Mr. and Mrs. Donald Brian.

The living-room is about twenty feet long and thirteen feet wide. Its walls are covered with black and white striped paper; the furniture is of wicker, painted in black enamel; and the carpet is woven in-



Instead of a dreary tin-covered wilderness surmounted by a water-tank, you will find a five-room cottage and a garden on top of this skyscraper.

to black and white squares, like the mosaic of a marble tiled floor. Striking across the somber effect of this black-and-white decoration is a blaze of color from the curtains, slip-covers, and cushions, which are covered with a magnificent shade of orange corduroy.

Plenty of Sunshine

FROM the living-room, a short hallway leads into the two bedrooms and the bath-room, all of which open directly upon the roof, and are flooded with sunshine.

The roof itself has been made into a delightful playground, and the illusion of the country is increased by the great awning overhead, which is lined with green, and by the many flower-boxes, easy-chairs, and rugs.

The roar of New York at this height fades into a distant murmur; the fresh winds, free of all dust, come and go; the glorious sunshine is unimpeded; and at one's feet stretches one of the marvelous views of the world—Manhattan Island. The East River and the Hudson lie sparkling and blue, seemingly only a block or two away.

One can imagine New York becoming a modern city of hanging gardens, eclipsing in beauty the wonders of old Babylon.

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